

## **HOW TO DO A 'ONE TO ONE' MEETING**

Meeting someone in a coffee shop, in the home etc is fabulous because you can build rapport with that person.

If you are an experienced consultant, and you want to share the 'Discover Arbonne' Slides - you'll find these on The Source ([arbonne.com](http://arbonne.com)) - along with some notes to present.

If you are not comfortable presenting those yourself yet, please take along your upline mentor, or show a video to your guest. Use the team Discover Arbonne video - back on the 'How to share the Business' section.

STEP 1 > WELCOME YOUR GUEST - BUY THEIR COFFEE!

STEP 2 > ASK CONVERSATIONAL QUESTIONS....HOW ARE YOU? HOW IS WORK GOING? HOWS THE FAMILY?

STEP 3> 'AS PROMISED LET ME SHARE MORE WITH YOU ABOUT WHAT THIS IS ALL ABOUT' (SHARE VIDEO OR RUN THROUGH PRESENTATION)

STEP 4> ASK CONVERSATIONAL QUESTIONS...UNDERSTAND WHAT THEY NEED TO GET STARTED.

> DO YOU HAVE QUESTIONS AROUND ANYTHING THAT I SHARED?

> WHAT DID YOU LIKE MOST ABOUT IT?

> HOW CAN YOU SEE THIS BEING OF BENEFIT FOR YOU IF YOU WERE TO GET STARTED?

> ON A SCALE OF 1-10..10 BEING IM READY TO GET GOING; 1 BEING NOT INTERESTED - WHERE DO YOU SIT?

STEP 5> THE PERSON EITHER GETS STARTED THERE AND THEN; OR THEY SCHEDULE IN ANOTHER CHAT; MEETING, EVENT OR TO WATCH OR REVIEW ANOTHER TOOL **WITH A DEADLINE FOR FOLLOW UP.**